

THE TRANSPORTATION LINK

OFFICE OF THE
SECRETARY

U.S.
COAST GUARD

FEDERAL AVIATION
ADMINISTRATION

FEDERAL HIGHWAY
ADMINISTRATION

FEDERAL RAILROAD
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NATIONAL HIGHWAY
TRAFFIC SAFETY
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FEDERAL TRANSIT
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CORPORATION

MARITIME
ADMINISTRATION

RESEARCH &
SPECIAL PROGRAMS
ADMINISTRATION

OCTOBER 1997



Luz Araoz Hopewell
Director of the
Office of Small and
Disadvantaged
Business Utilization

As our world shrinks, economic ties with foreign nations expand. Increased trade among countries benefits everyone. At the U.S. Department of Transportation (U.S. DOT), we are committed to helping small businesses, like yours, reach overseas markets.

Africa has tremendous potential for trade with American businesses. Development of its infrastructure can play a vital role in improving the African economy. Just as building the interstate highway system in the United States after World War II contributed to our nation's economic growth, so can American businesses' technical and commercial expertise bring prosperity to Africa by helping to develop the transportation systems of Africa's many nations. In the lead article of this edition of *The Transportation Link*, Secretary Slater points out initiatives that the U.S. DOT has begun in Africa toward this direction.

Also highlighted in this issue is information about the FY98 U.S. DOT Procurement Forecast. The forecast provides details about U.S. DOT procurement opportunities. As a service to you, we will update it throughout the year to ensure the latest procurement information is available. DOT Procurement Forecast information is accessed at the OSDBU website at <http://osdbuweb.dot.gov>.

Secretary Slater Promotes Expanding Trade with Africa

At the request of President Bill Clinton, U.S. Secretary of Transportation Rodney E. Slater and Reverend Jesse Jackson recently co-led a delegation to the Fourth African--African American Summit in Harare, Zimbabwe. The Summit was convened by the Reverend Dr. Leon Sullivan and hosted by His Excellency Sir Robert Gabriel Mugabe, President of Zimbabwe. The Summit's primary theme was the development of stronger economic ties linking Africa with the United States.

Secretary Slater noted that at the Summit, special attention was given to the need to strengthen Africa's transportation sector and to build human capacity in order to facilitate greater development, trade, and investment in the region. This attention to infrastructure, both physical and human, reinforces the timeliness of President Clinton's recent initiative to build an economic partnership with Africa. The African Growth and Opportunity Act, currently under consideration in both chambers of Congress, echoes the priorities of the President's plan, calling for greater cooperation between the U.S. and Africa to accelerate the continent's integration into the global economy. The bill calls for new programs and assistance for those African nations currently pursuing political and economic reforms, increased dialogue between African and U.S. leaders in the public and private sectors, loan guarantees and equity funds to finance new investment and development projects, and debt forgiveness for heavily indebted poor countries.

As part of the Administration's broad-based effort to integrate Africa into the global economy, Secretary Slater has launched the Transportation Initiative and Partnership with Africa. The Secretary will soon announce the theme of this initiative: "Transportation: The Tie that Binds." This visionary approach affirms that transportation is integral to Africa's economic development. Secretary Slater works to demonstrate that transportation is not merely about the concrete, asphalt, and steel of physical infrastructure, but also about "providing opportunity, freedom, and community for people."

The programs implemented under this initiative reflect the Secretary's broad perspective. The Federal Highway Administration recently set up a technology exchange center in South Africa "to help local officials select technologies that meet their specific needs" in building or maintaining their roads. Other such centers are planned for Tanzania and Mozambique. The centers will support transfer of technology and information while simultaneously promoting business opportunities for U.S. industry. Other programs in Africa are either being developed or implemented by the Federal Transit Administration, the Federal Railway Administration, the U.S. Coast Guard, and the Federal Aviation Administration.

Secretary Slater continues to promote the Administration's initiative through fostering dialogue between leaders in the U.S. and Africa. He will convene a

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Follow the Money...

Coast Guard Procurement Opportunities for 1st Half 1998

1st Quarter -- Deepwater Capability Replacement Project. Estimated price range, \$500,000 to \$3 million.

This project will replace the USCG's aging Deepwater surface and air assets.

The purpose of this study of mission of requirements is to provide a solution to the Integrated Deepwater Study and its components. See Internet website <http://comms2rdc.uscg.mil/deepwater> for details.

2nd Quarter -- Approval process for Global Positioning System (GPS) interference/jamming testing and training exercises that may interfere with nor-

mal GPS operations. Estimated price range, \$100,000 to \$500,000.

Technical research/analysis is needed to support this approval process. The contractor may need to visit each entity in the process to map out the process involved at sites so the system designed allows organizations to interact smoothly with one another.

Contractors may send their capability statements to Wendi Smith, USCG HQ, Rm. 5208, 2100 2nd St., S.W., Washington, DC, 20593 (email: Wsmith@comdt.uscg.mil).

Secretary Slater, continued from page 1

Roundtable on October 8 which will serve as a follow-up to the Harare Summit and an opportunity for representatives from the U.S. government, non-governmental organizations, the private sector, and the African diplomatic corps to discuss how Africa and the United States can work together to expand economic opportunities. The Roundtable will focus on the themes of building human and physical capacity in Africa and increasing trade and investment opportunities through economic partnership. It will also be an opportunity to begin setting the agenda for Secretary Slater's trade mission to Africa in early December.

The Transportation Initiative and Partnership with Africa holds tremendous potential and opportunities for small and medium-sized U.S. businesses that are looking to expand abroad. The development of both human and physical infrastructure meeting the needs of Africa's over 700 million inhabitants will rely on ever-increasing partnerships between U.S. businesses and those in Africa, and will lead to numerous opportunities to export U.S. goods, services, and technology. Furthermore, while the U.S. supplies only seven percent of Africa's imports at the current time, the U.S. market penetration already supports 100,000 American jobs. The Secretary's Transportation Initiative will create an environment for even greater U.S. opportunities.

Secretary Slater points out that last year 30 African nations posted positive growth rates, and that the average annual growth rate in sub-Saharan Africa has tripled to 4 percent since 1990. Though South Africa remains the region's anchor and the primary magnet for foreign investment, the recent economic boom in several other African nations is particularly impressive. Ethiopia and Malawi both enjoyed double-digit growth rates in 1996, while Uganda, Zimbabwe, Ivory Coast, and Togo all grew in excess of 6% last year.

As a result of this impressive economic performance, Secretary Slater believes that a number of U.S. businesses have heard the clarion call and are beginning to see Africa as a lucrative trade and investment opportunity. He states that "economic and democratic progress is breaking out across sub-Saharan Africa. At the start of the decade, there were only 5 African democracies. Today, there are 23 freely and fairly elected governments. And many are joining the global march to free markets by reforming their economies, allowing open trade and investment, privatizing state-run businesses, and stabilizing their currencies."

For small and medium-sized businesses in the transportation sector, prospects for expansion are particularly appealing. A modern and efficient transportation system — the tie that binds together people, nations, and continents — is critical to increasing trade, facilitating investment, and moving both goods and people. Increased trade with, and investment in, Africa will lead to business partnerships that will benefit African nations and will also create new American jobs and greater revenue in the U.S. Secretary Slater and the Department of Transportation are working hard to make such partnerships possible.

For more information, call Bernestine Allen, Chief, International Cooperation and Trade Division, Office of International Transportation and Trade/OST, (202) 366-4398, or email: bernestine.allen@ost.dot.gov.

Interested in the Export Business?

Check out "Breaking Into The Trade Game: A Small Business Guide" on the Internet (<http://www.sba.gov/OIT/txt/info/Guide-To-Exporting/all.html>). Jointly written by the Small Business Administration and AT&T, this free online guide takes the mystery out of exporting. It provides topics such as international business plans to assess your company's export readiness, how to conduct research to identify foreign markets, methods to distribute your product or services abroad, and government and private sector financing.

DOT's 1998 Procurement Forecast Makes its Debut

October brings not only cooler, crisper weather, but also the latest edition of the United States Department of Transportation's (U.S. DOT's) Procurement Forecast. The DOT Procurement Forecast provides valuable contracting opportunities for Fiscal Year 1998 (FY98) from the following ten (10) DOT Operating Administrations (OA):

- Office of the Secretary (OST)
- Federal Aviation Administration (FAA)
- Federal Railroad Administration (FRA)
- Federal Transit Administration (FTA)
- Research and Special Program Administration (RSPA)
- National Highway Traffic Safety Administration (NHTSA)
- Saint Lawrence Seaway Development Corporation (SLSDC)
- Federal Highway Administration (FHWA)
- Maritime Administration (MARAD)
- United States Coast Guard (USCG)

The DOT's Office of Small and Disadvantaged Business Utilization (OSDBU) has compiled a list of anticipated contracting opportunities over \$100,000 from the above listed OAs into a single source from which businesses can:

- *optimize their strategic business planning process*
- *develop a ready reference of technical and/or contract procurement points of contact/ phone numbers*

The Procurement Forecast provides a valuable resource of contracting opportunities for DOT-related activities. The Procurement Forecast provides essential information including, but not limited to: the Procurement Category (e.g., A&E services, commercial equipment, computers and peripherals, education services, repair services, etc.); the point of contact and associated phone numbers; a description and requirements of the actual procurement; the estimated dollar value; the estimated solicitation release date; and what type of acquisition strategy is expected (e.g., 8(a) competitive, 8(a) non-competitive, small business set-aside, sole source, full and open, or to be determined).

OSDBU offers this resource of contracting information in a variety of mediums. Our first recommendation for immediate access to the public, delivered right to your PC, is via the Internet. The OSDBU website, located at <http://osdbuweb.dot.gov/procure98.htm>, offers many advantages to businesses. DOT procurement op-

portunities are continually updated by the OSDBU office every month, ensuring that businesses using our web site have the latest strategic planning information at their fingertips. For the first time, OSDBU offers one-stop shopping for our customers. Businesses that access the DOT-OSDBU web site will have direct links to all other federal agencies' procurement forecasts. Businesses will save time and money by visiting the DOT-OSDBU site instead of needlessly searching the Internet for this information. 'Bookmark' the DOT-OSDBU site and use it regularly to access the latest status of all federal procurement opportunities.

Fax-on-demand, at 1-800-532-1169 (press 1), can also deliver this information to your business. Businesses can also request a copy of the published version by phoning the same toll free number listed above where a customer service representative will be happy to assist you.

For further information regarding the DOT FY98 Procurement Forecast, call 1-800-532-1169 or e-mail at rzebina@basetech.com. You may also send comments to our webmaster via our Internet site at <http://osdbuweb.dot.gov/feedback.htm>.

DOT Supports FAA Conference For Small Businesses

The U.S. Department of Transportation's (DOT) Office of Small and Disadvantaged Business Utilization supports DOT's Operating Administrations' efforts to attract small, disadvantaged, and women-owned businesses. To show its advocacy, this issue highlights the Federal Aviation Administration's (FAA) East Coast Small Business conference. The FAA hopes this conference will continue to bolster the FAA's goal of broadening its contractor base and building long-term relationships with private businesses. *See box for details.*

FAA Presents: East Coast Small Business Conference

OCTOBER 22, 1997, 8:00 a.m. to 4:00 p.m.

William J. Hughes Technical Center, Technical & Administrative Bldg.,
Atlantic City International Airport, Atlantic City, New Jersey 08405
ATRIUM

Admission is FREE, however pre-registration is required. Contact: Federal Aviation Administration, Office of Small Business Utilization, ARA-5, Attn: Frederick Dendy, Small Business Utilization Analyst, 800 Independence Ave., S.W., Rm 715, Washington, DC 20591, Phone number (202) 267-745. FAX number (202) 493-4380.

News Briefs

On October 1, all procuring offices and agencies within the U.S. Department of Transportation (U.S. DOT) were able to contract directly with 8(a) companies. In January, when DOT became the first federal agency to use the streamlined 8(a) contracting process, only the Federal Highway Administration, Coast Guard Headquarters, and U.S. DOT's central procurement office were included. In July, the Federal Transit Administration, Maritime Administration, Federal Railroad Administration, National Highway Traffic Safety Administration, Research and Special Programs Administration, and other offices of the Coast Guard were added. On October 1, the few remaining U.S. DOT offices were also given this ability. For more information on these streamlined procedures, see the memorandum of understanding (<http://www.dot.gov/ost/m60/sbamou.htm>) and the July 1997 issue of *The Transportation Link* (<http://osdbuweb.dot.gov>). You may also contact Frank Waltos, Federal Highway Administration, Office of Acquisition Management, at (202)366-4420 5(email: frank.waltos@fhwa.dot.gov).

CALENDAR OF EVENTS OF INTEREST TO M/WBES OCTOBER/NOVEMBER 1997			
Date	Event	Location	Contact
October 15-18	ACCA National Training Institute , Sponsored by the American Contract Compliance Association	Tacoma, WA	Judy Edmondson (206) 728-3223
October 16-17	Targeting Federal Agencies 1997 , Sponsored by the National Institute of Federal Procurement	Washington, DC	Elizabeth Shapiro (301) 287-2422
October 19-22	NMSDC Annual Conference and Business Opportunity Fair , Sponsored by the National Minority Supplier Development Council	New York, NY	Suzette Eaddy (212) 944-2430
October 20	WEB on the Links Golf Tournament , Sponsored by the Women Entrepreneurs of Baltimore	Baltimore, MD	Karen Blood (888) 726-7746, ext. 301
October 22	East Coast Small Business Conference , Sponsored by the Federal Aviation Administration	Atlantic City, NJ	Frederick Dendy fax: (202) 493-4380
October 25	6th Annual Breaking the Silence Conference , Sponsored by the YWCA of Cambridge	Cambridge, MA	Deborah-Rene Davis (617) 491-6050, ext. 231
October 25-28	11th Annual Conference Commitment to Change , Sponsored by Hispanic Association of Colleges and Universities	San Antonio, TX	(210) 692-3805
October 30	Business Licensing , Sponsored by the Clark County General Services Department	Las Vegas, NV	Nanette Creech (702) 455-3138
November 5-8	Region IV 8(a) Contractors Annual Conference	Atlanta, GA	Wanda Thomas (800) 934-2914
November 13	Business Financing Symposium , Sponsored by the Wisconsin Women's Business Initiative	Milwaukee, WI	Wendy Werkmeister (414) 372-2070
November 14	NCSDC Trade Fair , Sponsored by the Northern California Supplier Development Council	San Francisco, CA	Linda Noble (415) 894-0022
November 20	Opportunity Day , Sponsored by The Clark County General Services Department	Las Vegas, NV	Nanette Creech (702) 455-3138
November 20-22	MED Week '97 , Sponsored by the SBA and the US Department of Commerce, Minority Business Development Agency	Washington, DC	Ms. Len Baker (703) 941-9082

<http://osdbuweb.dot.gov>

Address Correction Requested

US Department of Transportation
Office of the Secretary of Transportation
Base Technologies, Inc.
1749 Old Meadow Road
Suite 500
McLean, VA 22102